

**JLONS INDUSTRY DAY - 19 MAY 2005**  
**QUESTIONS & ANSWERS**

**CONTRACTS RELATED**

Q1. If the Government likes part of one proposal and part of another proposal, can the Government request that the offerors work together?

A. No. The Government cannot direct the business relationships between offerors.

Q2. Will the government consider a marriage of contractors to award a single contract (take parts from two separate proposals and ask the two contractors to cooperate for one award)?

A. No. The Government cannot direct the business relationships between offerors.

Q3. Does the Government have a target price?

A. This information will not be released. Looking for ROM from contractors now, include in white papers.

Q4. Is it fair to say that the KPP's are not open for negotiation and anything else in the spec is open for negotiation?

A. The Government is asking industry to provide their comments on the proposed requirement. Once the solicitation is released, it will be the authoritative document and will not be open for negotiation. Proposals that do not meet the requirements of the solicitation will be evaluated accordingly. The KPP's were provided to give understanding on where the users placed importance on the requirement. Now is the time for industry to shape the other requirements that are somewhat changeable until the RFP is released. During the contract, Performance Spec is binding. Contractors need to be reminded that the Performance Specification may change between now and RFP.

Q5. Can we propose multiple concepts in a proposal? The steps between threshold and objective are big, will government accept two proposals one with costs for thresholds and one with costs for objectives?

A. Offerors may propose as many concepts as they wish. However, all proposals shall conform to the Instructions to Offerors contained in the solicitation. As long as both proposals meet solicitation requirements and page limits.

Q6. What are you expecting from us and in what timeframe? Review the expectation in the time frame

A. 30 days from today (19 May 05) the white papers are due, 45 days to cost ROMs. Comments in the next 30 days allow time for us to address issues with the users.

Q7. FY13 Increment classification, explain FY13 increment.

A. Possibility of cutting access holes with the laser, through guardrail or metal. Preprogrammed laser movement such as circles or holes or sweeps. New CDD written for each increment, expect semi-autonomous functions such as uncovering bags, etc. Point and click laser control. Semi-autonomous.

Q8. What is the bid period?

A. 45 days for response. Goal for having RFP package ready is August 05, planned RFP release is currently Dec 05.

Q9. How long before white papers are due?

A. 30 days for technical/programmatic/edits, 45 days for ROM cost inputs. Not a requirement to submit white papers in order to compete for contract.

Q10. How many units potentially?

A. ~ 50 systems, spread over 3 or 4 years. Army, Air Force, Marines have tentatively agreed to purchase.

Q11. Will this briefing be posted?

A. Yes, also section M of the contract and these Q&A's.

Q12. Will section L be provided?

A. Yes, time was limited prior to Industry Day. Once the solicitation is formally released, the solicitation is what is to be quoted.

Q13. White papers are not required?

A. No, they are not, the white papers were meant for the government to improve the solicitation package.

Q14. With teaming arrangements, what if the white papers don't make the date?

A. Pre-solicitation notice locks the date; it is up to the contractor. We will accept White papers after the 30/45-day limit, but that their effect on the RFP would be limited. The risk to the program increases as time goes on.

Q15. Can separate dates be set for the white papers and the ROM?

A. ROMs must be in by early July to meet the POM 08

Q16. Are one on one meetings permissible?

A. We have decided not to conduct one-on-one meetings; the ground rules would be too restrictive.

Q17. Is the government firm on having to re-compete for production?

A. No, we are looking for inputs from contractors. Ten-year contracts are permitted and we fully expect to implement the development, production, and the depot support in one contract. With the follow on depot support contract (post ten year) being fully competed.

- Q18. What are the services looking at the JLONS?  
A. Marine Corps, Army, Air Force and Navy (for NAVSCOLEOD)
- Q19. Concern for schedule and budget that they are very fast and tight.  
A. Looking for schedule suggestions from contractor in white papers.
- Q20. Will a list of attendees to industry day be available?  
A. Yes, it will be posted on the Indian Head contracts website.
- Q21. What information will be posted on the web?  
A. Briefing, mission scenarios, Section M
- Q22. Is money available for production?  
A. Each service will determine how much and when production money is available.
- Q23. What is the official direction limiting a contract to 5 years?  
A. There is none, we now know that we are able to let a 10-year contract. However, it should be noted that the Service Contract Act usually limits service contracts to five years.

#### **PRIME MOVER VEHICLE**

- Q24. What Humvee are we designing for?  
A. The Humvee requirement has been removed.
- Q25. Will EOD have a dedicated pool of vehicles to modify?  
A. No, EOD has to take whichever vehicle is available. The JLONS vehicle requirement is: Cougar 6x6 and 4x4 by Force Protection Inc., and the ASV RC-50.
- Q26. What is the cargo weight for HMMWV M1114 and M1116?  
A. The Humvee requirement has been removed.
- Q27. Is there in the concept of loading onto vehicles, the time required?  
A. The 30-minute setup time has been expanded to 90 minutes threshold and 30 minutes objective.
- Q28. Is any vehicle expected to be used or can the vehicle be pre-prepped?  
A. Any of the specified vehicles not prepped.
- Q29. Is the HMMWV model to be used uparmored or not?  
A. The Humvee requirement has been removed
- Q30. Does the requirement of survivability stand even if the Humvee can't withstand the blast?

- A. . The Humvee requirement has been removed
- Q31. Does the 1500 lbs include up-armoring the vehicle?  
A. Yes, system and armoring on the RC-50 drives this requirement (50% tipping weight)
- Q32. Up-armored Humvee limits cable routing, etc. Do we need the exact configuration?  
A. The Humvee requirement has been removed .
- Q33. Prime mover integration time?  
A. The 30-minute setup time has been expanded to 90 minutes threshold and 30 minutes objective.
- Q34. Specifications for the Cougar?  
A. Currently not known, because each is custom made. Will ask services for more details.
- Q35. Can they make modifications to the vehicles to pre-position the vehicles for the JLONS?  
A. No.

## **FRAGMENTATION AND NEUTRALIZATION**

- Q36. Was there a fragmentation issue with the Zeus and the HMMWV?  
A. No, but the system has had no survivability requirement from common impacts that may occur during operational use. To avoid the system going down, consideration must be given to the fragmentation hazard.
- Q37. Is fragmentation limited to the ordnance being neutralized?  
A: Yes, not from all ordnance.
- Q38. Will lethality data be made available to all parties? Will the tech development reports from the Zeus be made available?  
A. No. Information provided must be given equally to all parties and at this point in time we don't wish to release this information in a unrestricted manner to the public. We can, once the RFP is released, set up a technical library for people to look at this data where control of the information can be better handled.
- Q39. Is there a target for the laser power?  
A. No, the system must meet the performance specification neutralization rate requirements. Beam power and spot size are the only detailed requirements.

## **TESTING**

Q40. Have you defined the terrain and the actual conditions under which the systems will be tested for DT and OT testing?

A. Not at this time, but probably no terrain with varying elevations. Bright sunlight will most likely be a test situation – due to the nature of our current conflict. They have not been quantified. Range terrain can impact tests (ie. Grass fires, etc.). Not specifically defined right now, performance spec is in quantifiable terms.

Q41. Will there be a playground with various ordnance?

A. The test items will be marked and flagged as shown in the Performance Specification. The JLONS is not a detection system.

Q42. What will the testing setup be like?

A. The test setups are provided in the performance specification.

Q43. Will locations be provided a beforehand? Does detection have to be on-board?

A. This system is not a detection system, although it has some capability, that is not its specific purpose. Targets may be marked with flags.

Q44. Will ordnance be available during development?

A. Yes, how many assets required is a requested input for white papers.

Q45. Will there be government approval of test plans?

A. Yes, we desire to work through the Test and Evaluation PIPT.

Q46. Is 320 hours endurance considered 320 hours of lasing time?

A. No, it is operational time of the entire JLONS.

Q47. Identification of ranges available for testing: will the government give guidance for contractors?

A. Government will do sources sought for available ranges.

Q48. Shouldn't government decide number of test iterations needed?

A. Contractor should decide how to manage risk and cost, also determine quantity of ordnance needed to develop meet the performance specification.

## **NIGHT VISION**

Q49. Does the Government want a JLONS system that you don't know is there until a bang is heard?

A. Ideally, yes. However, we understand this may be impractical.

Q50. Will the Government provide the emissivity of the targets?

A. No, the night operations only specify the ambient lux.

- Q51. How will one come up with a night vision system to see the items?  
A. That is a development issue we desire the contractor to solve.
- Q52. Will testing be accomplished at night also?  
A. Yes, day and night testing is required.
- Q53. Night ops or day ops, are there identifying indicators?  
A. Ideally no external signature (lights), a tag laser is acceptable. We expect the JLONS to meet the neutralization rate and effectiveness during night operations.

## **VIBRATION**

- Q54. What drives the requirement for accuracy? (In the desert, conditions may make that requirement difficult)  
A. The accuracy requirement is for alignment of the targeting method with the negation laser. We plan to evaluate the aiming alignment with the laser under ideal weather conditions.
- Q55. The intent is not to shoot and run correct?  
A. Yes. Future capability will address shoot while moving.
- Q56. Will the engine be running?  
A. The vehicle is stationary, and the engine is running and all potential subsystem, chillers, generators, personnel shifting in seats/vehicles need to be accounted for.
- Q57. Will the vehicle be stationary during use?  
A. Yes, but vehicle will be expected to be on and running while stationary.

## **RANGES**

- Q58. If government provides the range; does the contractor have to arrange?  
A. Yes
- Q59. Where does the money for the range use come from?  
A. Priced out in contract – contractor pays for the range.
- Q60. Is the cost wrapped up in the government cost or the contractor cost?  
A. Contractor cost, please address contractor costs in white papers.
- Q61. Consideration and approval on ranges (will government be providing?)  
A. The Government will provide a list of ranges for laser/ordnance use. Issue is being worked out: presently no knowledge of commercial ranges, a few military laser/safety ranges are known.

## **PROJECT PHASES**

- Q62. What is the configuration of the 2 EDMs?  
A. One for Cougar, one for RC-50, ideally no major changes in hardware between the two, just mounting configuration differences.
- Q63. Will government provide vehicles for the EDM/PRMs?  
A. Yes
- Q64. Will the PRMs be new or upgraded EDMs?  
A. Expect 2 EDMs and 2 new PRMs, not upgraded EDMs.
- Q65. OT Phase part of PRM Testing?  
A. OT-II yes.
- Q66. What is the order of DT-II/ OT-II? Please explain.  
A. Contractor development testing during SSD, then EDM delivery (demo), then DT-I, then OT-1 (by government), then PRM delivery (demo), then DT-II, then OT-II by OPTEVFOR. The Government expects to assist with resources for testing.
- Q67. OT-I accomplished by the government?  
A. Yes. The contractor is responsible for all H/W and S/W development testing (DT). The Government will assist contractor in DT by providing oversight and providing ordnance and testing ranges as required for development testing. The Government is responsible for the operational testing. Contractor will need to provide support and training for operational testing.

## **REQUIREMENTS**

- Q68. Does “breaching” imply under fire?  
A. No, not in the EOD mission, most likely be in a cordoned off area.
- Q69. Commercial or digital video standard on console?  
A. JAUS compliant, expect digital.
- Q70. Are trailers and towable solutions allowed?  
A. No, the users expressed a strong desire not to have a trailered solution – it impacts mobility.
- Q71. Is JLONS and prime mover expected to be moved for air transport or just the JLONS?  
A. Just the JLONS.

- Q72. Is part of the 1500 lb weight limit to armor the operator?  
A. No.
- Q73. Does the 70 lb. weight limit include the shipping containers?  
A. Yes. If the contractor utilizes equipment already in the military inventory the 70lb LRU limited does not apply, if it is a unique JLONS requirement the 70lb LRU limit applies. . However, we want all LRU weight values to include the shipping container as part of the logistics analysis.
- Q74. Is the weight limit being driven by the two-man lift requirements?  
A. It is/was derived from the US Postal Service shipping requirement.
- Q75. Is the 70 lb weight limit mandatory?  
A. If the contractor utilizes equipment already in the military inventory the 70lb LRU limited doe not apply, if it is a unique JLONS requirement the 70lb LRU limit applies. However, we want all LRU weight values to include the shipping container as part of the logistics analysis.
- Q76. Will the fillers be identified for the set of munitions to be tested?  
A. Yes, will be updated in the Performance Specification.